

## Accenture

A DoD-wide Blanket Purchase Agreement (BPA)<sup>1</sup> was established with Accenture, LLP under the Enterprise Software Initiative for the purchase of COTS Systems Integration services. This document outlines Accenture's BPA contract Attachment A – Tasks & Deliverable pricing<sup>2</sup> for transformation management services and deliverables for ordering period 2005. Please refer to Accenture's contract Attachment A on the ESI website<sup>3</sup> for specific details regarding the latest information on services and deliverables pricing information and variables that impact pricing.

Accenture's methodology for ERP package implementations is organized into six phases. Accenture includes transformation management elements in its methodology with a heavy emphasis on training services and deliverables. Accenture does not break out pricing by ERP vendor but provides a firm-fixed price for a baseline, medium and complex ERP implementations.

The table below (See Table 1) outlines baseline implementation transformation management deliverables by phase and fixed prices for BPA ordering period for the 2005. Some transformation management elements identified by Accenture in its methodology require specific task orders. Please refer to Accenture's Attachment A – Tasks & Deliverables pricing<sup>4</sup> for other ordering periods and further details regarding variables that impact pricing.

**Table 1 – Accenture Baseline Price Task Table**

Baseline Price Task Table - Ordering Period: 2005						
PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Stakeholder Profile	Based on specific task order					
Role Description		\$39,608				
Metrics	Based on specific task order	Based on specific Task order				
Train & Performance Support Blueprint	Based on specific task order					
Training & Performance Support Strategy		\$80,533				
Training Needs Matrix		Based on specific Task order				
Performance Assessment		\$86,659				
Performance Support Design			\$44,269			
Performance Support Materials				Based on specific task order	Based on specific task order	
Communication Strategy		\$23,569				
Communications Plan				\$58,349		
Communication Materials (per month charge)				\$42,062	Based on specific task order	
Training Design – Instructor Lead			\$76,495			
Training Plan – Instructor Lead			Based on specific task order			

Baseline Price Task Table - Ordering Period: 2005						
PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Training & Performance Support Dev. Standards – Instructor Lead			Based on specific task order			
Training Design – Computer Lead			\$60,102			
Training Plan – Computer Lead			Based on specific task order			
Training & Performance Support Dev. Standards – Computer Lead			Based on specific task order			
Training Evaluation – Instructor Lead				\$99,836		
Training Materials – Instructor Lead				Based on specific task order		
Training Evaluation – Computer Lead				\$102,224		
Training Materials – Computer Lead				Based on specific task order		
Training Materials					Based on specific task order	
Training Evaluation						Based on specific Task order

The table below (See Table 2) outlines medium implementation price scenarios for transformation management deliverables by phase and fixed prices for BPA ordering period 2005. Some transformation management elements identified by Accenture in its methodology require specific task orders. Please refer to Attachment A – Tasks & Deliverable pricing<sup>5</sup> for other ordering periods and further details regarding variables that impact pricing.

**Table 2 - Accenture Medium Price Task Table**

Medium Price Task Table - Ordering Period: 2005						
PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Stakeholder Profile	Based on specific task order					
Role Description		\$79,131				
Metrics	Based on specific task order	Based on specific Task order				
Performance Assessment		\$129,646				
Performance Support Design			\$66,257			
Performance Support Materials				Based on specific task order	Based on specific task order	
Communication Strategy		\$35,595				
Communications Plan				\$112,917		
Communication Materials (per month charge)				\$83,939	Based on specific task order	
Train & Performance Support Blueprint	Based on specific task order					
Training & Performance Support Strategy		\$120,801				
Training Needs Matrix		Based on specific Task order				

Medium Price Task Table - Ordering Period: 2005						
PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Training Design – Instructor Lead			\$114,848			
Training Plan – Instructor Lead			Based on specific task order			
Training & Performance Support Dev. Standards – Instructor Lead			Based on specific task order			
Training Design – Computer Lead			\$119,722			
Training Plan – Computer Lead			Based on specific task order			
Training & Performance Support Dev. Standards – Computer Lead			Based on specific task order			
Training Evaluation – Instructor Lead				\$199,679		
Training Materials – Instructor Lead				Based on specific task order		
Training Evaluation – Computer Lead				\$204,828		
Training Materials – Computer Lead				Based on specific task order		
Training Materials					Based on specific task order	
Training Evaluation						Based on specific task order

The table below (See Table 3) outlines complex implementation price scenarios for transformation management deliverables by phase and fixed prices for BPA ordering period 2005. Some transformation management elements identified by Accenture in its methodology require specific task orders. Please refer to Attachment A – Tasks & Deliverable pricing<sup>6</sup> for other ordering periods and further details regarding variables that impact pricing.

**Table 3 - Accenture Complex Price Task Table**

Complex Price Task Table - Ordering Period: 2005						
PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Stakeholder Profile	Based on specific task order					
Role Description		\$118,747				
Metrics	Based on specific task order	Based on specific task order				
Train & Performance Support Blueprint	Based on specific task order					
Training & Performance Support Strategy		\$160,857				
Training Needs Matrix		Based on specific task order				
Performance Assessment		\$172,844				
Performance Support Design			\$88,245			
Performance Support Materials				Based on specific task order	Based on specific task order	
Communication Strategy		\$47,139				

Complex Price Task Table - Ordering Period: 2005

PROJECT PHASES						
Deliverables	Plan	Analyze	Design	Build	Test	Deploy
Communication Plan				\$169,266		
Communication Materials (per month charge)				\$126,109	Based on specific task order	
Training Design – Instructor Lead			\$152,904			
Training Plan – Instructor Lead			Based on specific task order			
Training & Performance Support Dev. Standards – Instructor Lead			Based on specific task order			
Training Design – Computer Lead			\$240,033			
Training Plan – Computer Lead			Based on specific task order			
Training & Performance Support Dev. Standards – Computer Lead			Based on specific task order			
Training Evaluation – Instructor Lead				\$299,514		
Training Materials – Instructor Lead				Based on specific task order		
Training Evaluation – Computer Lead				\$409,384		
Training Materials – Computer Lead				Based on specific task order		
Training Materials					Based on specific task order	
Training Evaluation						Based on specific task order

## References

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<sup>1</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

<sup>2</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from [http://www.it-umbrella.navy.mil/contract/enterprise/erp\\_services/accenture/accenture.shtml](http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/accenture/accenture.shtml)

<sup>3</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 9 May 2005 from: <http://www.don-imit.navy.mil/esi/>

<sup>4</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from [http://www.it-umbrella.navy.mil/contract/enterprise/erp\\_services/accenture/accenture.shtml](http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/accenture/accenture.shtml)

<sup>5</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from [http://www.it-umbrella.navy.mil/contract/enterprise/erp\\_services/accenture/accenture.shtml](http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/accenture/accenture.shtml)

<sup>6</sup> Enterprise Software Initiative – Department of Defense. Retrieved on 17 Jun 2005 from [http://www.it-umbrella.navy.mil/contract/enterprise/erp\\_services/accenture/accenture.shtml](http://www.it-umbrella.navy.mil/contract/enterprise/erp_services/accenture/accenture.shtml)